

R.J. Reynolds

Tobacco Co.

S.R. MacLeod

Region Operations Manager
150 Lawrence Bell Dr.
Suite 108
Williamsville, NY 14221
(716) 634-9232
(716) 634-3145

Sent Via Fax

December 5, 1995

To: L.M. O'Connor

RE: PEACE PIPE
SIS #626289

Dear Lori:

Per your request, please find shipments of Doral from Day Wholesale to Peace Pipe by month for the months you requested. Also, listed below is a list of Gold Coast brands Day Wholesale carries.

Gold Coast

FULL FLAVOR

FULL FLAVOR 100

LIGHT

LIGHT 100's

Gold Coast

ULTRA LIGHT

ULTRA LIGHT 100

MENTHOL LIGHT

MENTHOL LIGHT 100

Our Company is invoicing the above mentioned Gold Coast brand at Full Price and is crediting \$5.00 per carton off invoice. I don't know nor did I ask what Day is billing Gold Coast to Peace Pipe at. Your representatives should be promoting Gold Coast at \$1.00 off at retail and recording under Best Value per Winston-Salem.

I hope this information is useful. Should you have any questions, please advise.

Sincerely,

Stephen

S.R. MacLeod

#1810

cc: R.C. Farmer

51847 7448

GOLD COAST

PRODUCT INFORMATION

	UPC	LENGTH (Inches)	WIDTH (Inches)	DEPTH (Inches)	CUBE (feet)	WEIGHT
PACKS						
Full Flavor 85's	12300 23257	2.0625	0.8438	3.375	0.0034	0.787 oz.
Full Flavor 100's	12300 23260	2.0625	0.8438	4.0000	0.0040	0.933 oz.
Lights 85's	12300 23263	2.0625	0.8438	3.375	0.0034	0.787 oz.
Lights 100's	12300 23266	2.0625	0.8438	4.0000	0.0040	0.933 oz.
Ultra Lights 85's	12300 23269	2.0625	0.8438	3.375	0.0034	0.787 oz.
Ultra Lights 100's	12300 23272	2.0625	0.8438	4.0000	0.0040	0.933 oz.
Menthol Lights 85's	12300 23275	2.0625	0.8438	3.375	0.0034	0.787 oz.
Menthol Lights 100's	12300 23278	2.0625	0.8438	4.0000	0.0040	0.933 oz.
CARTONS						
Full Flavor 85's	12300 23280	10.6250	1.7813	3.4375	0.038	8.87 oz.
Full Flavor 100's	12300 23281	10.6250	1.7813	4.0313	0.044	10.13 oz.
Lights 85's	12300 23284	10.6250	1.7813	3.4375	0.038	8.87 oz.
Lights 100's	12300 23287	10.6250	1.7813	4.0313	0.044	10.13 oz.
Ultra Lights 85's	12300 23270	10.6250	1.7813	3.4375	0.038	8.87 oz.
Ultra Lights 100's	12300 23273	10.6250	1.7813	4.0313	0.044	10.13 oz.
Menthol Lights 85's	12300 23276	10.6250	1.7813	3.4375	0.038	8.87 oz.
Menthol Lights 100's	12300 23279	10.6250	1.7813	4.0313	0.044	10.13 oz.
CASES-12M						
Full Flavor 85's	12300 23259	17.625	11.0625	21.688	2.447	33.5 lbs.
Full Flavor 100's	12300 23262	20.5625	11.0625	21.688	2.855	39.0 lbs.
Lights 85's	12300 23285	17.625	11.0625	21.688	2.447	33.5 lbs.
Lights 100's	12300 23268	20.5625	11.0625	21.688	2.855	39.0 lbs.
Ultra Lights 85's	12300 23271	17.625	11.0625	21.688	2.447	33.5 lbs.
Ultra Lights 100's	12300 23274	20.5625	11.0625	21.688	2.855	39.0 lbs.
Menthol Lights 85's	12300 23277	17.625	11.0625	21.688	2.447	33.5 lbs.
Menthol Lights 100's	12300 23280	20.5625	11.0625	21.688	2.855	39.0 lbs.

12/1/95

02/06/96

16:24

BFLO RJR

002

FEB.-06' 96 (TUE) 13:41 DAY WHOLESALE

ATTN: Steve McLeod

02/06/96-1341:33

ACCOUNT TYPE ITEM DESCRIPTION

PEACE PIPE SMOOKER ULTRA LIGHT 100'S
 PEACE PIPE SMOOKER FULL FLAVOR KING
 PEACE PIPE SMOOKER FULL FLAVOR 100'S
 PEACE PIPE SMOOKER LIGHT KING
 PEACE PIPE SMOOKER LIGHT MENTHOL KING
 PEACE PIPE SMOOKER LIGHT 100'S
 PEACE PIPE SMOOKER LIGHT MENTHOL 100'S
 PEACE PIPE SMOOKER FULL FLAVOR MENTHOL K
 PEACE PIPE SMOOKER ULTRA KING
 PEACE PIPE SMOOKER F F MENTHOL 100'S
 PEACE PIPE SMOOKER NON FILTER KING
 PEACE PIPE SMOOKER REG LIGHT

5/95	10/95	11/95	12/95	1/96	2/96
240	270	270	270	360	60
30	60	30	0	0	30
115	120	210	70	120	0
90	120	90	60	60	60
30	60	30	0	90	0
180	180	300	120	270	60
180	120	150	120	300	30
0	0	0	0	30	0
30	30	0	0	60	60
60	60	30	30	60	30
0	30	0	30	0	30
15	0	0	20	0	15
770	1,050	1,110	740	1,250	375

FINAL TOTALS

\$ 16,500

Potential liability

Total Sold

5500 cartons

x 3 buydown amt

*** REPORT DND ***

51847 7450